

May 11, 2018

To,
The Manager
Listing Department,
The National Stock Exchange of India Limited
Exchange Plaza,
Bandra Kurla Complex,
Bandra (E), Mumbai – 400051

Dear Sir/Madam,

Trading Symbol: ZOTA

Sub: Intimation for Investor Presentation

Ref: Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015

Refer to the captioned subject we, Zota Health Care Limited (the "Company") are hereby submitting Investor Communique for the month of May, 2018.

Kindly take the same on your record.

Thanking you,

Yours faithfully,

For Zota Health Care Limited



Ashvin Variya
Company Secretary & Compliance Officer
Place: Surat

Encl: a/a

Registered Office :

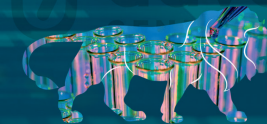
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Sagrampura, Surat - 395 002 | Ph: +91 261 2331601
Email: info@zotahealthcare.com
Web : www.zotahealthcare.com

Plant :

Plot no. 169, Surat Special Economic Zone,
Nr. Sachin Railway Station, Sachin,
Surat - 394 230 (Guj.) India
Ph: +91 261 2397122

Davaindia... The future of Pharma Retail Chain

Proud to support
government's vision of
growth by



MAKE IN INDIA

REGISTERED OFFICE

ZOTA HEALTHCARE LTD.

Zota House, 2/896, Hira Modi Street, Sagrampura, Surat-395 002. Phone : +91 261 2331601
www.zotahealthcare.com | info@zotahealthcare.com

CIN NO. L24231GJ2000PL038352



About davaindia



Commenced operations in October, 2017.
Retail pharmacy chain selling generic medicines at a reasonable price



Focused on chronic ailments - Cardiac, Diabetic, Thyroid and Neuropsychiatric



70% - Pharmaceuticals medicines
30% - Ayurvedics + Cosmetics + Wellness



Wide Private Label Product range (100% Davaindia Brands)

Operating model

- Franchisee own and Franchisee operated Model
- Franchisee to get 1km radius exclusivity
- Zota will invest in promotional expenses
- Supply Chain Management By Davaindia
- Mobile app & AI based tools to update customers

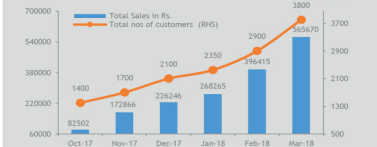
Performance till date

- 74,600 customers serviced in 6 months
- Rs 60 lakhs saving for customers vis-a-vis branded medicines
- Average wallet spends per client risen from Rs.58 to Rs.149 in last 6 months.

Franchisee stores and future plans

- FY18 : 4 stores operational (Surat, Navsari)
- FY 19E : 50 stores by 31 May, 2018 at South Guj. & North Guj. 500 -700 stores by end of FY19E (Covering Guj. MH, MP, Raj)
- FY20E : 1,500-1,700 stores - Pan India Covering tier I/II/III cities

Monthly sales at the 1st store (Navsari)



davaindia value chain



Relative stock price vs Nifty (Base Price Rs.100)



Key demand drivers for generics

- Significant cost difference compared to branded medicines (~50 to 70% savings)
- Strong push for generic drugs by the government
- The generics market to grow at 27.5% CAGR (2016-2021) to US\$ 88 bn (Source: IBEF)

Key stock figures

Stock codes :ZOTA (NSE), ZOTA: IN (Bloomberg code)

Market Cap : Rs. 374 crores (as on 2nd May 2018)

Shares outstanding : 1.75 crores

P&L key figures (Rs. Lakhs)

	FY13	FY14	FY15	FY16	FY17	1HFY18
Total Revenue	4,394	5,021	5,648	6,481	7,164	3,974
EBITDA	588	655	848	960	1,010	662
EBITDA margins (%)	13.4	13.0	15.0	14.8	14.1	16.7
PAT	254	311	427	511	554	402

Financial position (Rs. Lakhs)

	FY13	FY14	FY15	FY16	FY17	1HFY18
Share Capital	1,197	1,197	1,436	1,436	1,436	1,754
Reserves & Surplus	212	384	396	708	840	4,897
Non-Current Liabilities (Includes Long term Borrowings)	452	419	246	273	308	9
Current Liabilities	1,208	1,484	1,960	1,988	2,802	1,833
Non-Current Assets (Includes Fixed Assets)	937	926	842	856	933	3,106
Current Assets	2,132	2,558	3,196	3,550	4,448	5,386

Contacts

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Company Secretary & Compliance Officer
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Disclaimer

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